



G. N. Kuruc, Jr.
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December 5, 1997

Ms. Kristen Gueriero
Amerada Hess Corporation
One Hess Plaza
Woodbridge, NJ 07095

Dear Kristen:

Referencing your letter of October 30 regarding display payment for locations # 32478, and # 38254:

- # 32478, Southhampton, NY: This location was not in compliance during the 3rd Quarter and is still not in compliance. The store has a total of 24 RJR Brand Facings. The minimum requirement for the Partners Program is 32 total facings. We are attempting to solve this issue with the Division Manager.
- # 38254, LeMoine, PA: This location is in compliance. An error was made in deletion of payment. I will "double pay" the account for 4th Quarter 1997.

If you have any questions, please call me.

Sincerely,

Nick

G. N. Kuruc, Jr.

51847 3344

SISM35UN - M35

Account Contracts

12/05/97 08:29 AM

RJR Volume: 6

Weekly Volume: 38

Account: 033916

HESS STATION #32478

Territory: 122303 Route: 899 830 NORTH HIGHWAY SOUTHAMPTON NY

Corp: C Tax-ID: 0000000000 Chain: 0353-02-01 HESS LONG ISLAND COP

Rows/ Eff End Call NC

Act	Type	Plan	ROWS,		Amount	Date	Eff	End	Call	Code
			Units	Rate						
-	PACK OUTLET	NSL2A	1	60.00	60.00	01/96			11/21/97	23 D
-	PK OUTLT EH	MC	1	20.00	20.00	01/96			11/21/97	23 D
-	PK AC MAT	1.3A	1	45.00	45.00	01/97	12/97		11/21/97	

(A) dd CONTRACT (C) hange OR (D) elete CONTRACT (E) nding DATE FOR CONTRACT

NOTES

Next Account

Next Function<?>:

Command>

Enter-PE1---PE2---PE3---PE4---PE5---PE6---PE7---PE8---PE9---PE10---PE11---PE12---

Menu Help Next ==> Notes Zoom Cntr- Cntrt Audit Chain M31 Exit

51847 3345

SISM35UN - M35

Account Contracts

12/05/97 08:29 AM

RJR Volume: 6

Account: 033916 HESS STATION #32478 Weekly Volume: 38

Territory: 122303 Route: 899 830 NORTH HIGHWAY SOUTHAMPTON NY

Corp: C Tax-ID: 000000000 Chain: 0353-02-01 HESS LONG ISLAND COP

NC

Act 5 CONTRACT NOTES:

Code

7 23 D

--ACCOUNT WAS INSTRUCTED TO REMOVE ANY SAVINGS FACING THAT EXCEEDED 50% OF TOTAL SAVINGS FACINGS. CURRENTLY WE HAVE 6 SAVINGS AND 24 TOTAL FACINGS (KAM latest correspondance call for RJR minimum 32 facings). PM HAS 24 FP AND 6 SAVINGS FACINGS. 2/06 -Same situation exists today 10/6

7 23 D

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RACT

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Press ENTER or PF3 to return.

Com

Ent

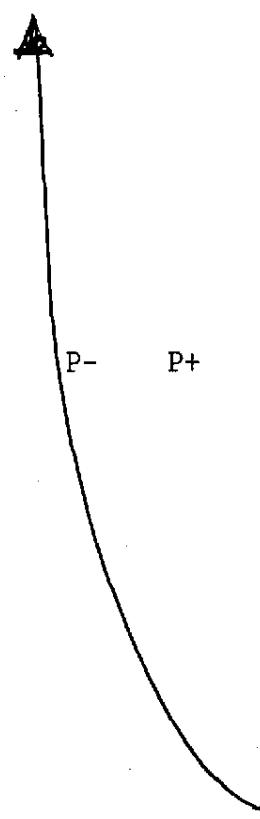
Help

Back

P- P+

PF12---

Lgoff



RICK:
PLEASE SEE
MOE BROOKS AND
ATTEMPT TO RESOLVE
THE SITUATION
THANKS!

51847 3346

SISM35UN ~ M35

Account Contracts

12/05/97 08:30 AM

RJR Volume:

Weekly Volume: 103

Account: 645512

HESS STATION #38254

Territory: 173802 Route: 147

STATE AND MARKET STREETS LEMOYNE PA

Corp: C

Tax-ID: 000000000

Chain: 0353-02-03 HESS MID ATLANTIC CP

NC

Act

1 CONTRACT NOTES:

Code

This store is very much in compliance.

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RACT

ES

Press ENTER or PF3 to return.

Com

Ent

?>: _____

Help

Back

P- P+

PF12---

Lgoff

51847 3347